Message Text

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APPROVED BY EB/OCA/REP:LAKLIEFORTH
DEPD/OED:ROBERT L PRITCHARD
DEPD/OED:JOSEPH A MILLER
EUR/NE:APINKNEY(INFO)
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R 252049Z APR 74
FM SECSTATE WASHDC
TO AMEMBASSY OSLO

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E.O. 11652: N/A
TAGS: BEXP,NO
SUBJECT: NORWEGIAN GROUP TO OTC - NEW ORLEANS SEMINAR

REF: A. USDOC 4947; B. OSLO 1451

1. BASED ON INFO RECEIVED REFTEL B. ITM AND USDOC NEW
ORLEANS DISTRICT OFFICE PROCEEDED WITH PLANS FOR MAY 2
NORWEGIAN SEMINAR.

2. FORMAT AS FOLLOWS:

10:00 - NOON - MEETING AT NEW ORLEANS CHAMBER OF COMMERCE;

12:30 - 2:30 - HARBOT TOUR INCLUDING LUNCH ABOARD FIREBOAT
(LUNCH HOSTED BY PORT OF NEW ORLEANS); 3:00 - 5:00 -
SIMULTANEOUS SEMINARS A AND B: A. TOPICS INCLUDE EQUIPMENT
FINANCING, INSURANCE PROBLEMS, NORWEGIAN EQUIPMENT INSURANCE.
B. TOPICS INCLUDE LICENSING IN NORWAY, INVESTMENT IN NORWAY
AND U.S., ESTABLISHING REPRESENTATION AND SALES OUTLETS IN
OTHER COUNTRIES, AND ESTABLISHING REPRESENTATION IN U.S. ITM
HAS REQUESTED THAT 1 TOPIC IN EACH SEMINAR BE PRESENTED BY
SELECTED MEMBER OR MEMBERS OF NORWEGIAN GROUP.
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ITM STRONGLY SUGGESTS THAT ONE TOPIC TO BE COVERED

BY NORWEGIAN E EAKER IS LICENSING EQUIPMENT IN NORWAY.
POST REQUESTED IDENTIFY MEMBERS NORWEGIAN GROUP WILLING
BE ON PROGRAM AND CABLE NAMES, TITLES AND SEMINAR TOPICS
THEY WILL COVER FROM ABOVE LIST.

3. PROGRAM PARTICIPANTS ALSO WILL INCLUDE NEW ORLEANS
BANKERS, FCIA REPRESENTATIVE WHO WILL ALSO BE AVAILABLE
IN HOUSTON, AND SELECTED OTC EXHIBITORS INCLUDING RILEY
BAIRD, MCDERMOTT, HALLIBURTON AND OTHERS. NORWEGIAN
CONSUL GENERAL IN NEW ORLEANS HAS ALSO BEEN INVITED
PARTICIPATE IN PROGRAM. ITM DESIRES MAINTAIN FLEXIBILITY
IN PROGRAM CONTENT UNTIL SIZE OF NORWEGIAN GROUP KNOWN.

4. USDOC CONSIDERS SEMINAR EXCELLENT OPPORTUNITY FOR TWO-
WAY EXCHANGE OF INFORMATION. IN VIEW OF OUTSTANDING NEW
ORLEANS ATTEMPT TO ACCOMMODATE NORWEGIANS WE REQUEST
EMBASSY ASSISTANCE TO ENSURE STRONG
NORWEGIAN PARTICIPATION IN THIS FUNCTION. KISSINGER

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